

Message Text

CONFIDENTIAL

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

C O N F I D E N T I A L STATE 231170

FOR MATLOCK FROM GARRISON

E.O. 11652: GDS

TAGS: OGEN

SUBJECT: OFFICIAL-INFORMAL

1. AN ECONOMIC DEFENSE OFFICERS CONFERENCE IS SCHEDULED FOR OCTOBER 18 AND 19, FOLLOWING A COCOM MEETING IN PARIS. THE SITE WILL ALMOST CERTAINLY BE WEST BERLIN. ECONOMIC-COMMERCIAL OFFICERS FROM WESTERN EUROPE AND YUGOSLAVIA ARE BEING INVITED. MOSCOW AND THE OTHER EE POSTS ARE NOT EXPECTED TO PARTICIPATE.

2. THE CANCELLATION OF AUSTIN'S TRIP WAS AT COCA COLA'S INITIATIVE. HE HAD PLANNED TO GO TO MOSCOW NEXT WEEK TO FINALIZE A COMMERCIAL AGREEMENT WITH THE SOVIETS, BUT THE COMPANY DETERMINED THAT THE NEGOTIATIONS WERE UNLIKELY TO BE CLOSE ENOUGH TO COMPLETION TO WARRANT THE TRIP. BOB BROADWATER, MARK WEINER AND GLORIA LIMOS OF COCA COLA ARE CURRENTLY IN MOSCOW TO PURSUE THE TALKS, WHICH COVER A VARIETY OF POSSIBILITIES INCLUDING A BEVERAGE COMPLEX, INSTANT TEA AND CATERING FOR THE 1980 OLYMPICS.

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3. SORRY ABOUT PARA 1 OF MY 227392. WE REALIZE THAT WE

SOLICITED YOUR GETTING INTO THIS SUBJECT, BUT THE NEGATIVE

REACTION BY THE SOVIET YOU CONSULTED CAUSED A NEGATIVE
REACTION HERE BECAUSE OF SITUATION ON HILL. ALTHOUGH
SUBJECT IS CLEARLY OF INTEREST, THERE IS NOW INCLINATION
TO DEAL WITH ISSUE THROUGH CONTACTS IN WASHINGTON. IN-
STRUCTION CABLE TO THIS EFFECT MAY SOON BE FORTHCOMING, BU
WANTED YOU TO HAVE THIS BACKGROUND.

4. WE LEARNED TODAY FROM PERSONNEL THAT THEY HAD QUERIED
THREE PEOPLE FOR THE SIMONS JOB; SHOSTAL, MCCORMACK AND
SEMLER. ALL SAID NO; PIERCE BECAUSE HE WANTS HIS NEXT
ASSIGNMENT TO BE HERE FOR FAMILY REASONS. MCCORMACK WAS
LEAST NEGATIVE, BUT WE WOULDN'T RECOMMEND TWISTING HIS
ARM. NEXT STEP IS FOR PERSONNEL AND OURSELVES TO LOOK
AROUND SOME MORE. IT IS A REAL DISAPPOINTMENT TO US THAT
WE DON'T HAVE CANDIDATES COMING TO US FOR THE JOB. ROBINSON

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